

# FORMULATE YOUR I-STORY WITH POWER!

Common Concerns: What part of my journey is an example of that concern?

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\*No Time

\*No Money

\*Fear of starting something

\*I don't wear makeup

\*Now isn't the right time

\*I don't know enough people

\*I'm introverted

\*No one in my life uses MK

\*Husband won't support me

\*I'm not the sales type

\*I'm not tech saavy

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How has Mary Kay benefited me most in my life?

Why I'm glad I said yes

What's the direction I'm moving towards?

End with: "Watch me tonight and see if you could ever see yourself doing what I do to either save money or possibly make money." I'm looking for\_\_\_\_\_